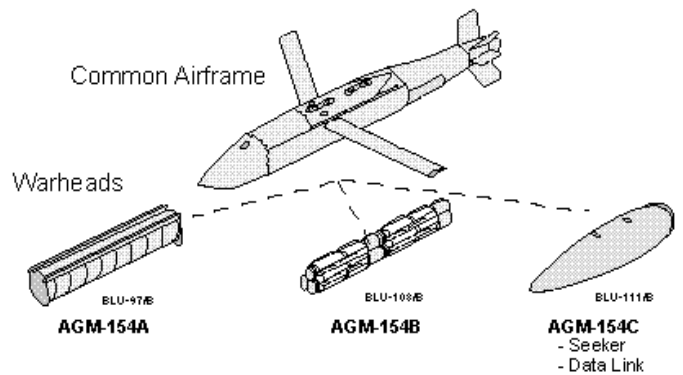


Acquisition Reform Success Story



Joint Standoff Weapon (JSOW)

Joint System Program Manager: CAPT Johnston, USN
PEO: RADM Cook, USN/Mr. Harry Schulte, USAF
Contractor: Raytheon/TI Systems
Contractor PM: Mr. Charles Marinello

Program Description

JSOW is an all weather joint Navy/Air Force family of low cost, air-to-ground, “standoff” weapons. JSOW uses GPS coupled to on-board inertial navigation and a kinematically efficient airframe providing accuracy and range necessary to attack interdiction targets from outside enemy point defenses. The JSOW is a 1000-lb class weapon that substitutes various payloads into a common glide vehicle “truck.”

How Streamlining Made a Difference

The AGM-154A JSOW E&MD effort was awarded in June 1992, prior to acquisition streamlining. The JSOW team worked diligently to implement maximum acquisition streamlining for all subsequent variants, in particular, the AGM-154C Unitary. Performance Specifications replaced the old “how to” specifications, virtually eliminating the use of military specifications and standards. A prime example is the AGM-154C E&MD effort going from acquisition strategy approval to contract award in less than 4 months, as compared to the AGM-154A E&MD which took 1 year.

Measure	From (AGM-154A)	To (AGM-154C)
Contract	1700 Pages	400 pages
Statement of Work	200 pages	18 pages
Data Deliverables	464 CDRLs	50 CDRLs
Military Specs & Standards	1500 plus	4
Savings	N/A	\$130M

Bottom Line: Streamlining reduced the contract size by 76% (doing it **better**), shortened contracting lead time by a factor of 3 (doing it **faster**), and saved over \$100M of RDT&E funds (doing it **cheaper**).